

CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING
Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin
May 15, 2020, 8:00 a.m.

Due to the COVID-19 pandemic and associated public health directives, the monthly meeting of the Central Wisconsin Joint Airport Board will be held via telephone conference on May 15, 2020 beginning at 8:00 a.m. Airport Board members and the public may attend the meeting by calling 715-693-2147 and dialing extension 3000 when the voice menu system begins. The conference line will be open to calls five (5) minutes prior to the meeting start time. If board members or members of the public cannot attend remotely via telephone conference, appropriate safety measures, including adequate social distancing, must be utilized by all in-person attendees.

- 1) Call to Order by Vice Chair Guild at 8:00 a.m.
 - a) Pledge of Allegiance
- 2) Approval of Minutes of the April 17, 2020 Board Meeting
- 3) Public Comment Period: 15-minute time limit
- 4) Welcome New Airport Board Members: Ray Reser, Chris Dickinson, Brent Jacobson, Kurt Kluck
- 5) Hold Election of Officers of the Central Wisconsin Joint Airport Board
- 6) Review and Possible Action on AIP Projects Resolution
- 7) Review and Possible Action on Federal Coronavirus Relief Bill (CARES Act) Financial Assistance
- 8) Staff Reports
 - a) Director Report
 - i) CARES Act and Covid-19 Update
 - ii) Restructure Update
 - iii) Statistics – April 2020
 - iv) Flight Schedule
 - v) Quarterly Performance Report
 - vi) Other Items of Interest
 - b) Financial Reports
 - i) Revenues and Expenses – April 2020
 - ii) Accounts Receivable Update
 - iii) Other Items of Interest
 - c) Operations and Project Reports
 - i) Triennial Emergency Exercise
 - ii) Concourse Project Update
 - iii) Runway 17/35 Reconstruction Design Update
 - iv) Other Items of Interest
- 9) Adjournment
- 10) Next Meeting Date: June 19, 2020 at 8:00 a.m.

Any person planning to attend this meeting who needs some type of special accommodation to participate should call the County Clerk's Office at 715-261-1500 or e-mail infomarathon@co.marathon.wi.us one business day before the meeting.

CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING
CENTRAL WISCONSIN AIRPORT TERMINAL
Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin
April 17, 2020 - 8:00 a.m.

Airport Board:	Jim Zdroik, Chair (via phone) John Durham Jeff Zriny (via phone) Dave Ladick	Sara Guild, Vice Chair (via phone) Leonard Bayer (via phone) Lonnie Krogwold (via phone)
Staff:	Brian Grefe, Airport Director Dave Drozd, Finance	Mark Cihlar, Planning & Development Julie Ulrick, Badging Coordinator
Visitors:	Karl Kemper, Becher Hoppe (via phone) Peter Weinschenk, Record Review (via phone)	Randy Van Natta, Becher Hoppe (via phone) Jim Fredericksen, OMT III (via phone)

Meeting called to order by Chair Zdroik at 8:00 a.m.

Motion by Krogwold, second by Ladick to approve the minutes of the March 20, 2020 board meeting. Motion carried unanimously.

Public Comment Period: None

Review and Possible Action on Petition Resolution for Projects:

A petition for State and Federal Aid must be done before an airport can apply to receive funding for specified projects. The projects included in this petition resolution are projects reasonably anticipated to start at the Central Wisconsin Airport within the next five years. A public hearing was held last night in a virtual setting, with no public comment received. The resolution does not commit funds for any projects listed and must be forwarded to both full County Boards for approval prior to forwarding to the BOA for final approval. The petition is as comprehensive as possible to make use of those funds as they come available. The majority of projects resulted from the Master Plan process and Airport Layout Plan update. ***Motion by Zriny, second by Guild to approve the Petition Resolution as presented. Motion carried unanimously.***

Review and Possible Action on Parking Revenue Control System:

Four proposals were received for replacing the current parking system, which is at end of useful life. More information was requested from two vendors whose systems ranked highest. Server options varied with cloud based versus onsite hardware. Point-to-point encrypted credit card readers are compatible with the current revenue payment processing vendor. Both systems had options to remotely assist people having issues exiting the parking lot. After complete review of all proposals, the Tapco/TIBA system came out on top with an anticipated contract amount of \$212,291.00, subject to final negotiations. Staff is looking to reduce overall upfront costs due to the COVID-19 pandemic by possibly closing the west lot and utilizing only the center lot until enplanements pick up. Another savings could be realized by removal of the pay on foot machine in the terminal, thereby eliminating the cash payment option and saving about \$38,000 in upfront costs. Last year only \$13,780 in cash was processed in 500 transactions. ***Motion by Ladick, second by Bayer to accept the Tapco/TIBA bid and authorize airport staff to proceed with contract negotiations. Motion carried.***

Staff Reports:

Director Report – Brian Grefe:

COVID-19 Update – These are unprecedented times and airports across the country are seeing anywhere from a 92-97% reduction in passenger enplanements. Airport staff is addressing income shortfalls by canceling all non-essential travel, suspending advertising, reducing air service development costs and non-essential projects are being delayed

or scaled back. Essential projects and personnel will see little affect. Seasonal employees will likely not be brought on this year. Revenues for aircraft parking, agricultural leases and the logging contract will still move forward and standard rental lease rates will continue. The Blind Rooster Café + Market is still open in the concourse and pursuing new opportunities terminal side by offering Thursday and Friday curbside delivery through their Oak2Go app. The app offers users a \$5.00 off your first order coupon and the menu will change from week to week.

CWA has been awarded \$3.8 million in federal funds from the CARES Act, which has restrictions on its use. Funds will be prioritized for use on payroll, debt service and utilities. Funding projects is more challenging in the CARES Act. AIP funds were, however, included in the act and planned 2020 AIP projects are anticipated to be funded at 100%. The airport is in a good position to proceed with large planned AIP projects.

Restructure Update – The restructuring plan was approved by the Marathon County Human Resources and Finance Committee and will go on to the full county board. The assistant airport director position had two qualified applicants and a conditional offer has been made to one of the applicants. The maintenance supervisor position is still posted and several qualified candidates have applied to date.

Statistics – The March statistical report show enplanements down 47% on the month, with March starting off strong and ending with drastic decreases. April will reflect much lower numbers. Freight saw an 11.5% increase on the month with growth in online ordering.

Flight Schedule – Flight schedules have been changing daily and airlines are adjusting schedules as needed.

Endeavor Air Update – Endeavor Air has temporarily parked some aircraft at CWA and staff has reached out to other airlines to offer additional aircraft parking.

Other Items of Interest – The Warbird Rendezvous for 2020 has been canceled.

Financial Reports – Dave Drozd:

Revenues and Expenses – Revenues for March still did well overall at 23% of budget. CFCs end the month at 21.7% and their typical summer increases remain an unknown for this year. Disbursements end the month at 21.0%.

Budget comparison – Revenue over expenses are doing well through March, but next month will reflect the drastic flight cuts. The CARES Act will greatly benefit the airport budget as that process moves forward.

Other Items of Interest – Account receivables remain on track through March. American will be deferring rent payments and landing fees until the end of June and Delta invoices have all been approved at a corporate level, but were put in a holding account. Updates will be provided next month.

Project Reports – Mark Cihlar:

Concourse Project Update – Contractors have been taking advantage of the slow time throughout the concourse remodel. United and American’s ability to change out their gate podiums has been the only challenge. Gate cabinets that were on order were temporarily suspended and airline equipment in those cabinets must be moved by the airlines. It is unknown at this time how long the process will take. There has been a minor impact on material availability for the new seating, but the remainder of the project is on track. Finishes, bathrooms, etc. are either complete or mostly complete.

Runway 17/35 Reconstruction Design Update – The 90% design review meeting was held this week with FAA and state representatives. A conditional approval was granted for using a crushed rock subbase, which is positive news. CARES Act funding may allow for 100% federal funding on the project, which would be a significant savings of budget and PFC funds. Bid opening is anticipated the end of May.

Other Items of Interest – The landscaping project is slated to begin the first week of May, since the notice to proceed was already issued and plants were ordered.

The next regular session of the board is scheduled for May 15, 2020 at 8:00 a.m.

9:09 a.m. Motion by Durham, second by Krogwold to adjourn. Motion carried unanimously.

Julie Ulrick, Recording Secretary



Agenda Item Summary

Airport Board Meeting Date: May 15, 2020

Agenda Item Title: #6) Review and Possible Action on AIP Projects Resolution

Staff Responsible: Mark Cihlar, Assistant Airport Director

Background: Runway 17/35 was designated by the FAA as a Secondary Runway in 2019. This runway was originally planned to be reconstructed in 2016, but this project was delayed until now because of the 2015 Master Plan. The FAA funded a design only grant for this project in 2019 (AIP-52). The design is complete and the project is ready to bid for a 2020 FAA construction grant.

The project includes the rehabilitation of portions of Taxiway B, and includes new airfield lighting/signage for the entire project area. Also included under portions of the runway is a crushed rock sub-base that will mitigate frost heave issues that have affected the pavement area since the runway was first built.

Timeline: Bid opening is scheduled on June 18, 2020. The grant application will be submitted before July 1, 2020, and an FAA grant is expected before September 30, 2020. Construction is anticipated to begin after March 1, 2021.

Financial Impact: This project is estimated to have a total construction cost under \$25,000,000 and will be funded 100% with FAA Airport Improvement Program Funds.

Contributions to Airport Goals: This project is in alignment with the 2020 Goal to Improve Aviation Services at CWA.

Recommended Action: Airport staff recommends approval of Resolution No. R-07-20, approving projects under the Airport Improvement Program.

RESOLUTION No. R-07-20
APPROVING PROJECTS UNDER THE
AIRPORT IMPROVEMENT PROGRAM
BY

Central Wisconsin Joint Airport Board

WHEREAS, Marathon County and Portage County, Wisconsin hereinafter referred to as the Joint Airport Board, each being a municipal body corporate of the State of Wisconsin, is authorized by Wis. Stat. §114.11 (1973), to acquire, establish, construct, own, control, lease, equip, improve, maintain, and operate an airport, and

WHEREAS, the Joint Airport Board desires to develop or improve the Central Wisconsin Airport (CWA), Marathon County, Wisconsin, and

WHEREAS, the Joint Airport Board approved the petition for state and federal funds for the following airport projects in 2015 and 2017, and

WHEREAS, the State of Wisconsin Bureau of Aeronautics determined the following projects eligible for state and/or federal funds, and

WHEREAS, the following projects are necessary to meet the existing and future needs of the airport, and

WHEREAS, the following projects have been or will be procured by airport staff in accordance with the procurement code of Marathon County, and

THEREFORE, BE IT RESOLVED, by the Joint Airport Board that the following projects are hereby approved contingent on local, state, and federal funding:

1. Reconstruction/Rehabilitation of Runway 17/35 – AIP 3-55-0052-53
 - a. Includes rehabilitation of Taxiway B and airfield lighting/signage for entire project area.
 - b. Design completed under AIP-3-55-0052-52

DATED this 15th day of May, 2020

Airport Board Chair



Agenda Item Summary

Airport Board Meeting Date: May 15, 2020

Agenda Item Title: #7) Review and Possible Action on Federal Coronavirus Relief Bill (CARES Act) Financial Assistance.

Staff Responsible: Brian Grefe, Airport Director

Background: The Coronavirus Aid, Relief, and Economic Security (CARES) Act (H.R. 748, Public Law 116-136), signed into law by the President on March 27, 2020, includes \$10 billion in funds to be awarded as economic relief to eligible U.S. airports affected by the prevention of, preparation for, and response to the COVID-19 pandemic. The FAA announced on April 14, 2020 that CWA would receive \$3,881,225 in CARES Act funds in a grant that could be used for any lawful purpose for which airport revenues can be used. FAA guidance emphasized that funds should be prioritized for payroll, debt service, and necessary operating expenses like utilities.

The proposed CARES Act Financial Plan includes 2020 Payroll and 2020/2021 Debt Service expenses, as well as operating expenses that were either in progress or planned for 2020/2021. All of these expenses are necessary expenses to ensure the continued and sustainable operation of the airport.

Timeline: CARES Act grant funds must be spent within 3 years. However, FAA Guidance encourages that the funds be used as quickly as possible. CWA anticipates the \$3.88M will be spent by June of 2021.

Financial Impact: The CARES Act funds will offset approximately 1 year of revenues at CWA. This financial plan will sustain the airport through 2020, without having to draw from its fund balance. Also, by minimizing expenses for 2021, this plan should help the airport return to a positive cash flow.

Contributions to Airport Goals: This financial plan will help the airport continue working towards all of the organization's goals for 2020.

Recommended Action: Airport staff recommends that the Central Wisconsin Joint Airport Board approves Resolution R-08-20 Approving the acceptance and use of federal CARES Act funds.

RESOLUTION No. R-08-20
APPROVING THE ACCEPTANCE AND USE OF FEDERAL CARES
ACT FUNDS
BY

Central Wisconsin Joint Airport Board

WHEREAS, Marathon County and Portage County, Wisconsin hereinafter referred to as the Joint Airport Board, each being a municipal body corporate of the State of Wisconsin, is authorized by Wis. Stat. §114.11 (1973), to acquire, establish, construct, own, control, lease, equip, improve, maintain, and operate an airport, and

WHEREAS, the Joint Airport Board desires to continue operating the Central Wisconsin Airport (CWA), Marathon County, Wisconsin, and

WHEREAS, The Coronavirus Aid, Relief, and Economic Security (CARES) Act (H.R. 748, Public Law 116-136), signed into law by the President on March 27, 2020, includes \$10 billion in funds to be awarded as economic relief to eligible U.S. airports affected by the prevention of, preparation for, and response to the COVID-19 pandemic, and

WHEREAS, the Federal Aviation Administration announced a CARES Act grant amount for CWA for \$3,881,225 on April 14, 2020, and

WHEREAS, CWA staff have worked with the FAA Chicago Airports District Office to determine a list of operating and maintenance expenses eligible for CARES Act funding, and

WHEREAS, the expenses are necessary to meet the operational needs of the airport, and

THEREFORE, BE IT RESOLVED, by the Joint Airport Board that the acceptance and use of CARES Act funding is hereby approved, and the Airport Director is authorized to complete all necessary paperwork.

DATED this 15th day of May, 2020

Central Wisconsin Joint Airport Board Chair

Item	Estimated Cost	CARES Act	State Aid (80/20)	State Aid (50/50)	Procurement Method/Date
<i>Payroll</i>					
2020 Payroll	\$ 1,529,450	\$ 1,529,450			n/a
<i>Debt Service</i>					
2020 Debt Service	\$ 534,707	\$ 534,707			n/a
<i>Major Operating Expenses</i>					
Replace Parking Lot Reveue Control System	\$ 170,000	\$ 170,000			RFP - April 2020
Airport Ulilites	\$ 225,000	\$ 225,000			Bill
ARFF Truck Foam Test Cart	\$ 35,050	\$ 7,010	\$ 28,040		Quotes - March/May 2020
ARFF Truck Bumper Turret	\$ 25,000	\$ 25,000			Quotes - June 2020
Access Control System Software/Hardware Update	\$ 101,866	\$ 101,866			AIP-51 CO#
Replace End of Life Network Switches	\$ 42,000	\$ 42,000			Quotes - April-May 2020
CWA Drive and Parking Lot Asphalt Seal Coat	\$ 85,000	\$ 85,000			Bid - May 2020
SPCC/SWPPP Update	\$ 15,131	\$ 15,131			RFP - May 2020
FBO East Roof Replacement	\$ 65,000	\$ 65,000			Bid - June 2020
FBO Office Roof Repair and Snowguards	\$ 15,000	\$ 15,000			Quotes - May 2020
HVAC Control Software Update	\$ 20,000	\$ 20,000			Quote - May 2020
Runway Broom Bristle Stock for 2020/2021 Winter	\$ 15,000	\$ 15,000			Quote - October 2020
Liquid Runway Deicer for 2020/2021 Winter	\$ 20,000	\$ 20,000			Quotes - October 2020
Solid Runway Deicer for 2020/2021 Winter	\$ 20,000	\$ 20,000			Quotes - October 2020
Terminal Elevator Repairs	\$ 10,000	\$ 10,000			RFP - April 2020
Airfield Paint and Stencils	\$ 15,000	\$ 15,000			Quotes - May 2020
Pickup Truck CWA 5	\$ 40,000	\$ 40,000			National Contract - May 2020
Hand-held FM Radios	\$ 50,000	\$ 50,000			Bid - July 2020
Refurbish UL/Diesel Tanks	\$ 30,000	\$ 30,000			Quotes - July 2020
HVAC Maintenance	\$ 12,000	\$ 12,000			Quote - March 2020
2020 Total Expenses		\$ 3,047,164	\$ 28,040	\$ -	
<i>Debt Service</i>					
2021 Debt Service	\$ 739,385	\$ 739,385			n/a
<i>Payroll</i>					
2021 Payroll	\$ 1,700,000	\$ 94,676			n/a
2021 Total Expenses		\$ 834,061			
			Total State Funds \$	28,040	
2020/2021 Total CARES Act Expenses		\$ 3,881,225			

**CENTRAL WISCONSIN AIRPORT STATISTICAL REPORT
SUMMARY - APRIL 2019- 2020**

12-May-20

	2019 MONTH	2020 MONTH	% CHGE. 19-20	2019 Y-T-D	2020 Y-T-D	% CHGE. 19-20
ACTUAL LANDINGS						
AMERICAN	74	32	-56.8%	289	273	-5.5%
UNITED	86	27	-68.6%	264	241	-8.7%
DELTA	139	57	-59.0%	485	402	-17.1%
CHARTERS	3	0	-100.0%	8	4	-50.0%
TOTAL OPERATIONS	604	232	-61.6%	2,092	1,840	-12.0%
ATCT OPERATIONS	1,070	689	-35.6%	3,700	3,655	-1.2%
AIRLINE CANCELLATIONS						
AMERICAN	5	16	220.0%	35	32	-8.6%
UNITED	3	0	-100.0%	23	2	-91.3%
DELTA	3	9	200.0%	12	32	166.7%
TOTAL CANCELLATIONS	11	25	127.3%	70	66	-5.7%
ENPLANED PASSENGERS						
AMERICAN	2,756	158	-94.3%	11,735	8,789	-25.1%
UNITED	2,740	53	-98.1%	9,542	7,552	-20.9%
DELTA	5,400	158	-97.1%	19,238	11,502	-40.2%
CHARTERS	511	0	-100.0%	1,166	573	-50.9%
TOTAL ENPLANED PASSENGERS	11,407	369	-96.8%	41,681	28,416	-31.8%
DEPLANED PASSENGERS						
AMERICAN	2,765	175	-93.7%	10,296	7,593	-26.3%
UNITED	2,852	98	-96.6%	9,128	7,311	-19.9%
DELTA	5,254	172	-96.7%	19,342	11,731	-39.3%
CHARTERS	511	0	-100.0%	1,166	573	-50.9%
TOTAL DEPLANED PASSENGERS	11,382	445	-96.1%	39,932	27,208	-31.9%
AIR FREIGHT - AMERICAN	601	102	-83.0%	1,080	277	-74.4%
AIR FREIGHT - UNITED	0	0	0.0%	0	0	0.0%
AIR FREIGHT - DELTA	3,210	1,438	-55.2%	10,589	8,692	-17.9%
TOTAL AIRFREIGHT - AIRLINES	3,811	1,540	-59.6%	11,669	8,969	-23.1%
TOTAL AIRFREIGHT - GEN AVIATION	128,812	120,095	-6.8%	540,442	540,466	0.0%
AIRLINES & GEN AVIATION-AIR FRGHT	132,623	121,635	-8.3%	552,111	549,435	-0.5%

LOAD FACTOR-CURRENT MONTH	SEATS	PAX	FACTOR
AMERICAN	1,600	158	9.9%
UNITED	1,350	53	3.9%
DELTA	2,850	158	5.5%

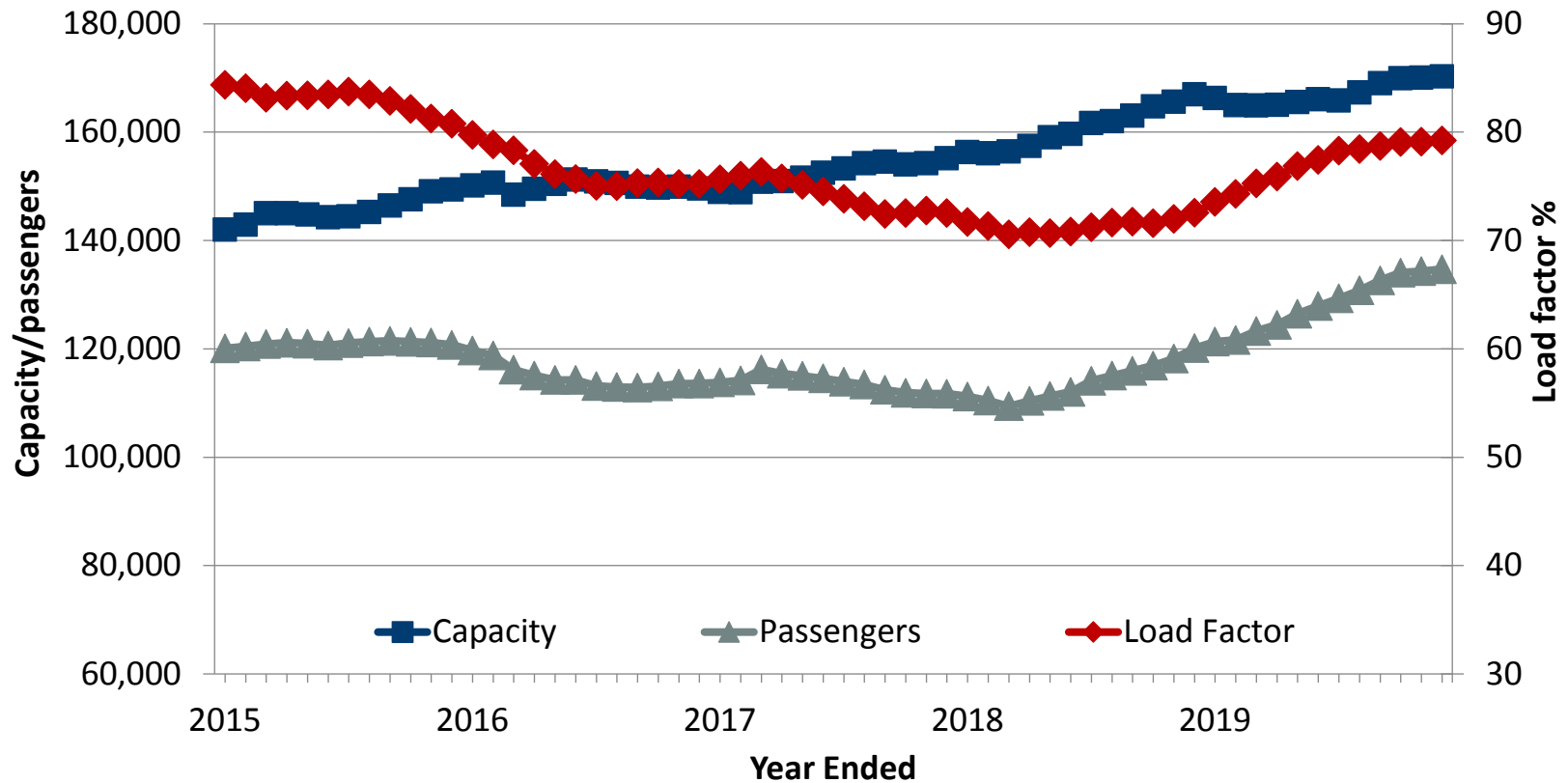


Central Wisconsin Airport (CWA)

Quarterly Performance Report

Year Ended Q4 2019

Traffic/Capacity Trends



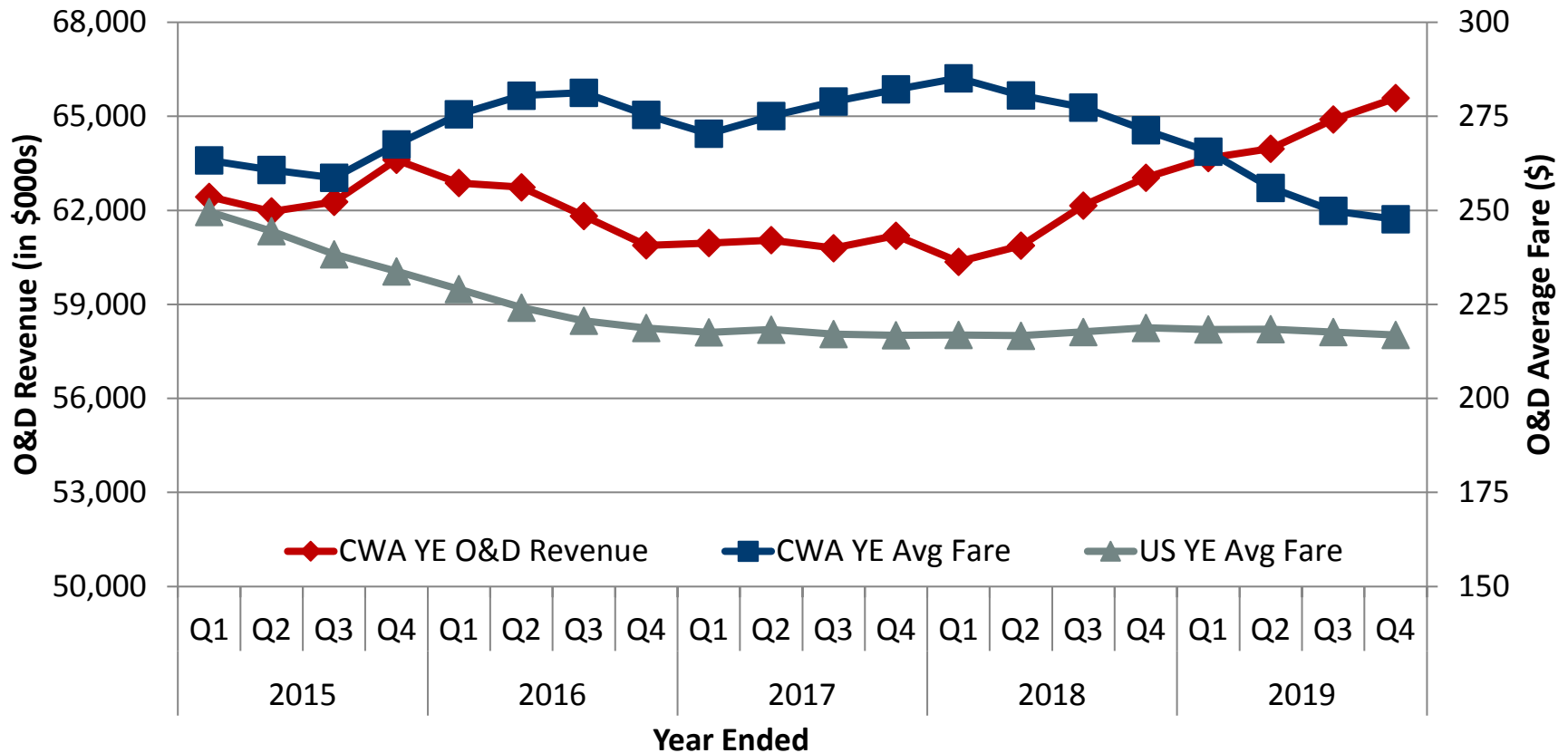
YE December 2019 year-over-year capacity was up 2%, while onboard passengers were up 12%, resulting in the average load factor increasing 7% points.

Top O&D Markets

Rank	Destination	O&D Passengers	O&D Revenue (\$)	Average Fare (\$)	YOY % Change		
					Pax	Rev	Fare
1	Chicago, IL (ORD)	11,326	2,135,081	189	3%	7%	5%
2	Orlando, FL (MCO)	8,418	1,726,245	205	35%	23%	(9%)
3	Dallas, TX (DFW)	7,074	1,652,247	234	23%	15%	(7%)
4	Las Vegas, NV	6,969	1,782,497	256	24%	39%	12%
5	Phoenix, AZ (PHX)	6,746	1,753,484	260	28%	22%	(5%)
6	Detroit, MI	6,640	1,457,457	220	8%	7%	(1%)
7	New York, NY (LGA)	6,554	1,232,467	188	19%	(3%)	(18%)
8	Los Angeles, CA	6,528	1,590,348	244	23%	8%	(12%)
9	Atlanta, GA	6,457	1,587,347	246	20%	9%	(9%)
10	Denver, CO	6,277	1,392,003	222	11%	8%	(2%)
11	Washington, DC (DCA)	5,910	1,142,015	193	54%	25%	(19%)
12	Boston, MA	5,891	1,232,244	209	(3%)	(6%)	(3%)
13	Tampa, FL	5,473	1,098,887	201	41%	19%	(15%)
14	Fort Myers, FL	4,652	1,056,315	227	10%	7%	(3%)
15	Seattle, WA	4,401	1,187,573	270	13%	14%	1%
16	Houston, TX (IAH)	4,365	1,018,712	233	9%	(4%)	(12%)
17	San Francisco, CA	4,317	1,106,326	256	5%	(3%)	(8%)
18	Nashville, TN	4,137	768,494	186	11%	(13%)	(22%)
19	Charlotte-Douglas, NC	4,065	894,160	220	(1%)	(20%)	(19%)
20	San Diego, CA	3,900	936,129	240	20%	11%	(7%)
Total All Markets		264,839	65,582,989	248	14%	4%	(9%)

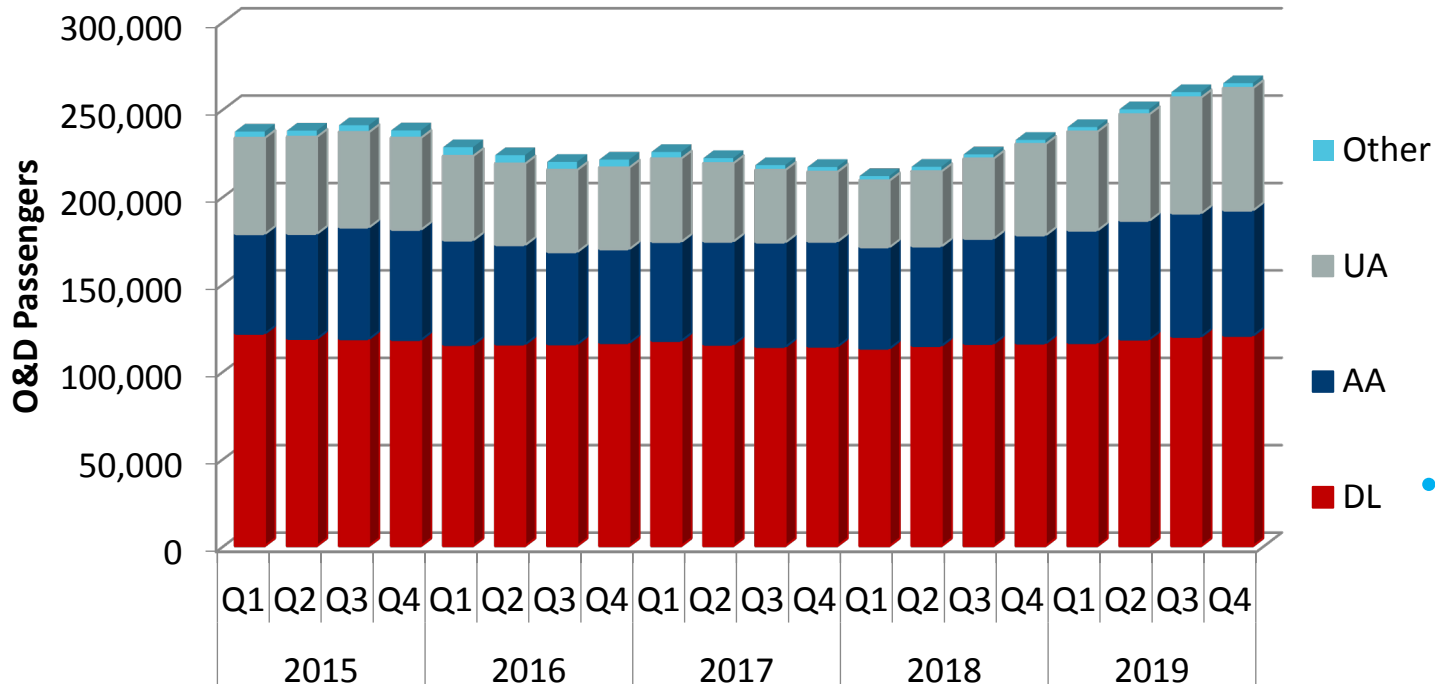
- Overall, passengers and revenue were up 14% and 4%, respectively.
- 14 of the top 20 markets experienced double-digit passenger increases with CWA fares down in all markets except three (ORD, LAS, SEA) and down 9% overall.

Revenue/Fare Trends



- CWA fares decreased \$2 to \$248 in the latest year-ended period.
- Fares were \$31 higher than the U.S. average (versus \$32 in the prior period).

O&D Passenger Market Share



- DL is the market share leader with a 46% share.
- Market shares amongst all carriers were stable in the latest year-ended period.

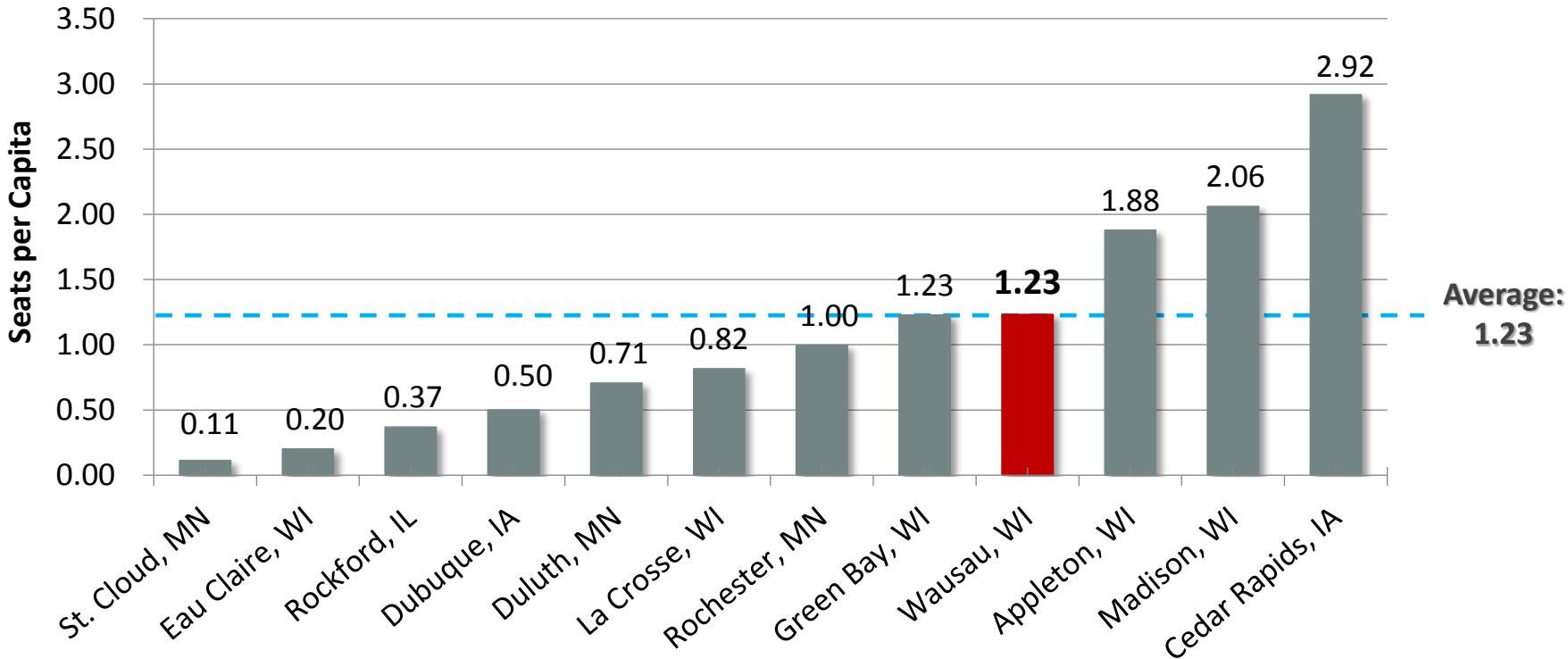
Year	Quarter	Airline Market Share			
		DL	AA	UA	Other
2018	Q1	53%	28%	18%	1%
	Q2	53%	26%	20%	1%
	Q3	52%	27%	20%	1%
	Q4	50%	27%	22%	1%
2019	Q1	48%	27%	24%	1%
	Q2	47%	27%	25%	1%
	Q3	46%	27%	26%	1%
	Q4	46%	27%	26%	1%

Forward Looking Schedule

Destination	Airline	YOY Change – Average Weekly Flights/Seats											
		May 2020		Jun 2020		Jul 2020		Aug 2020		Sep 2020		Oct 2020	
		#	Chg	#	Chg	#	Chg	#	Chg	#	Chg	#	Chg
Flights													
Chicago, IL (ORD)	American	5	(14)	18	(0)	20	1	19	0	19	(1)	19	(2)
	United	19	(2)	20	0	20	0	20	1	21	1	21	1
Detroit, MI	Delta	0	(12)	12	(1)	13	0	14	1	13	0	13	0
Minneapolis, MN	Delta	10	(9)	20	0	20	1	20	0	20	0	20	1
Total		33	(38)	70	(1)	72	2	74	1	73	0	72	0
Seats													
Chicago, IL (ORD)	American	226	(711)	922	(23)	1,005	45	971	0	957	(70)	937	(102)
	United	938	(112)	1,003	0	982	23	1,016	34	1,050	70	1,050	56
Detroit, MI	Delta	0	(621)	607	(35)	644	0	700	34	642	0	644	0
Minneapolis, MN	Delta	519	(463)	992	12	994	45	994	0	992	0	994	45
Total		1,683	(1,908)	3,523	(47)	3,624	113	3,681	68	3,640	0	3,624	0

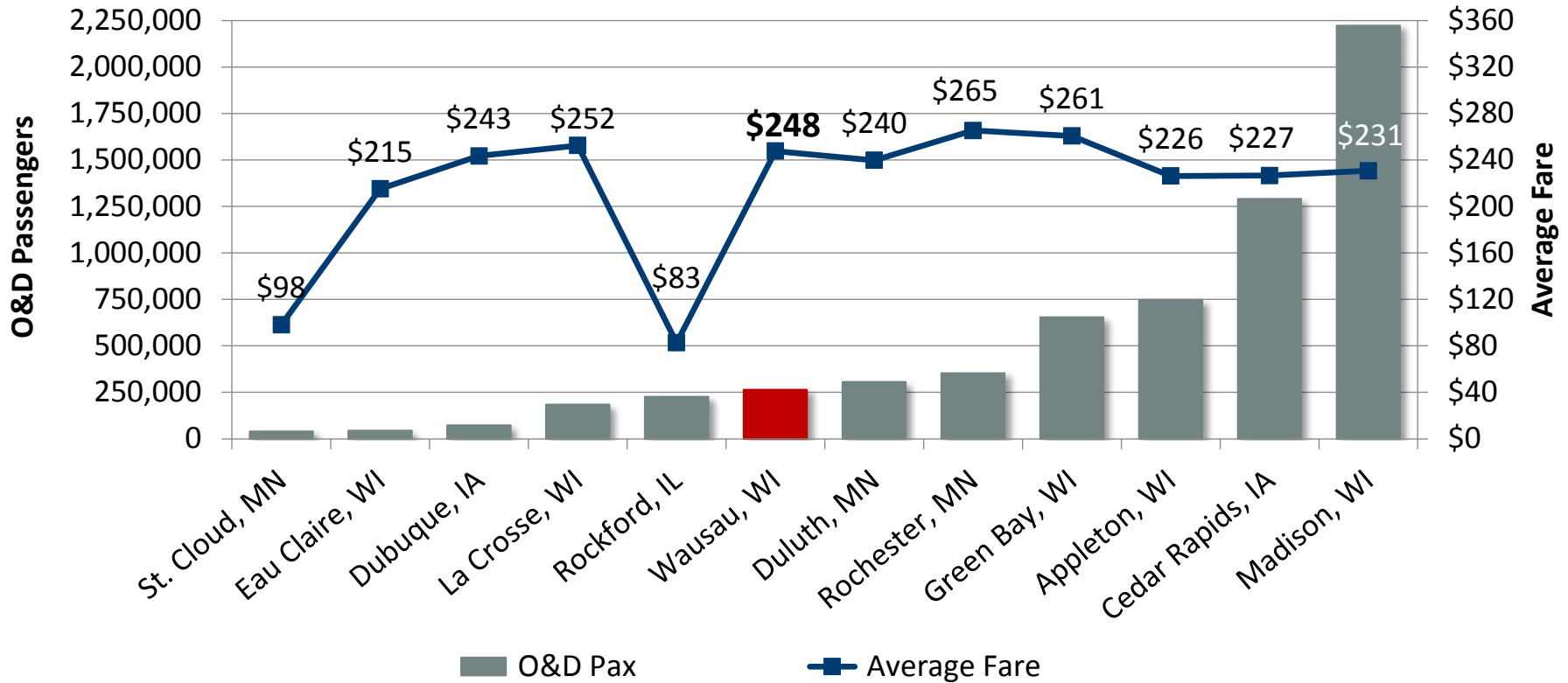
- Year-over-year flights and seats are scheduled to increase or remain steady from July through October 2020.
- Overall, for the 6-month period from May 2020 through October 2020, flights and seats are scheduled to be down 8% year-over-year; however, more capacity reductions due to COVID-19 are expected in the near-term.

Seats Per Capita Comparisons



- CWA's seats per capita was at the compare market average but higher than most of the compare markets.
- CWA's seats per capita increased slightly from 1.22 to 1.23 in the latest year-ended period.

O&D Passenger/Airfare Comparisons



CWA's average fare was the 4th highest among compare markets but was still in line with other markets with the exception of St. Cloud, MN, and Rockford, IL, which have the majority of service on Allegiant.

Year-Over-Year Comparisons

Airport	2019 MSA Population	YE Q4 2019			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Dubuque, IA	97,781	1	72,341	48,980	0	(1.2%)	2.4%
Wausau, WI	138,030	3	264,839	170,265	0	14.0%	2.0%
La Crosse, WI	139,838	3	184,176	114,323	1	(1.7%)	(1.7%)
Eau Claire, WI	171,729	1	44,201	34,400	0	4.8%	(1.2%)
St. Cloud, MN	203,619	2	40,021	23,088	0	(2.0%)	(2.8%)
Rochester, MN	224,241	3	352,719	223,400	0	0.7%	(4.2%)
Appleton, WI	240,700	10	746,631	452,214	0	11.2%	6.1%
Cedar Rapids, IA	272,804	15	1,291,037	796,356	1	11.9%	4.8%
Duluth, MN	281,267	2	305,931	198,805	0	15.4%	20.0%
Green Bay, WI	325,434	6	654,171	399,817	2	10.7%	3.9%
Rockford, IL	344,587	6	227,115	127,171	1	12.7%	14.1%
Madison, WI	668,971	19	2,222,437	1,378,961	1	11.9%	4.0%

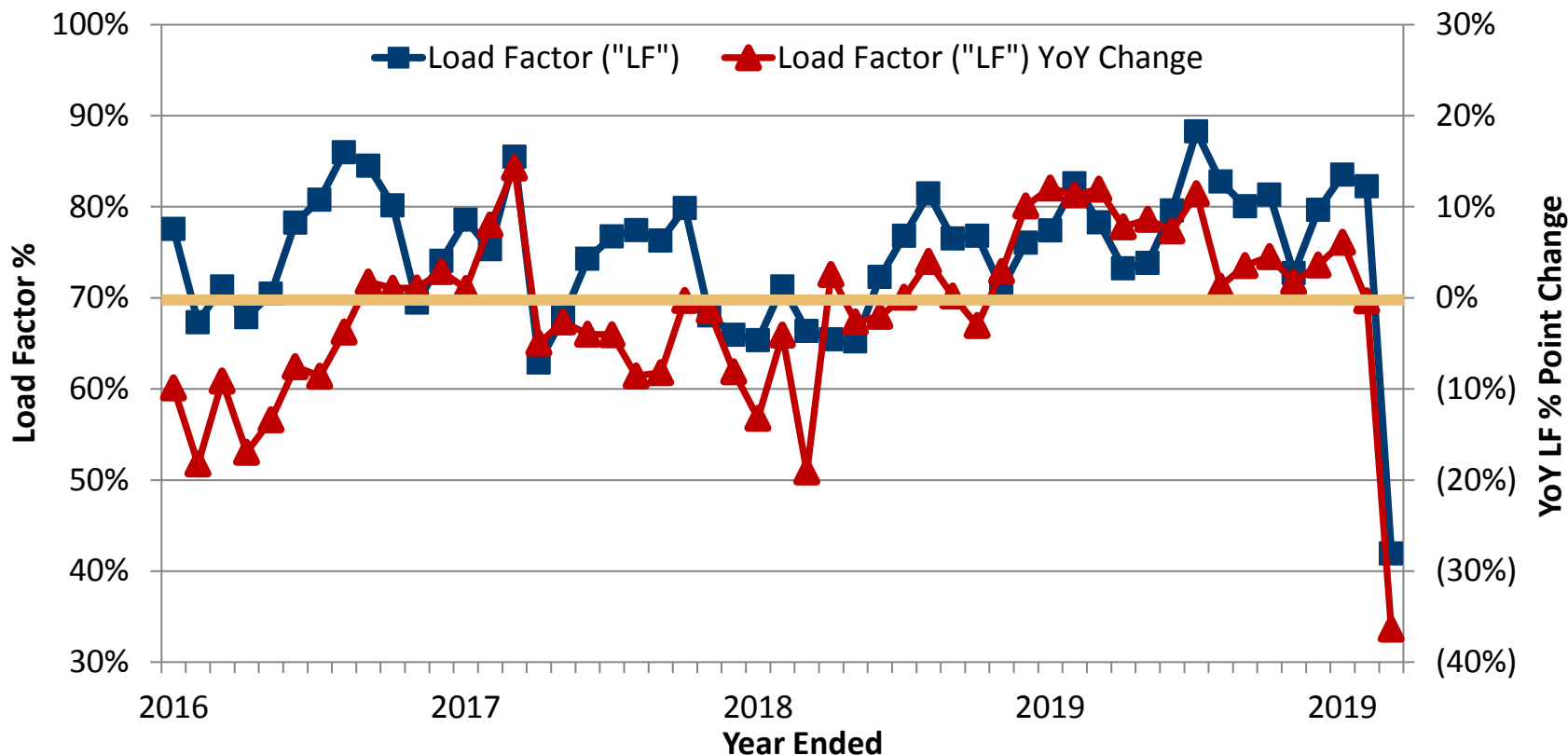
CWA had the 2nd highest increase in O&D passengers (+14.0%) among compare markets on a 2.0% increase in seats year-over-year.

Load Factor Trends

Destination	Airline	2017				2018				2019				YOY Q4 Change	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	'19 vs '17	'19 vs '18
Chicago, IL (ORD)	American	73	63	71	70	60	66	73	72	77	77	81	76	5.9	3.8
	United	63	58	67	58	51	58	75	71	78	71	81	77	18.2	5.8
Detroit, MI	Delta	80	74	79	80	77	76	82	83	80	80	83	81	0.9	(1.7)
Minneapolis, MN	Delta	82	74	77	79	78	76	80	79	80	81	85	81	1.1	1.5
Average Load Factor		75	68	74	73	67	69	78	76	79	77	82	78	5.3	2.2

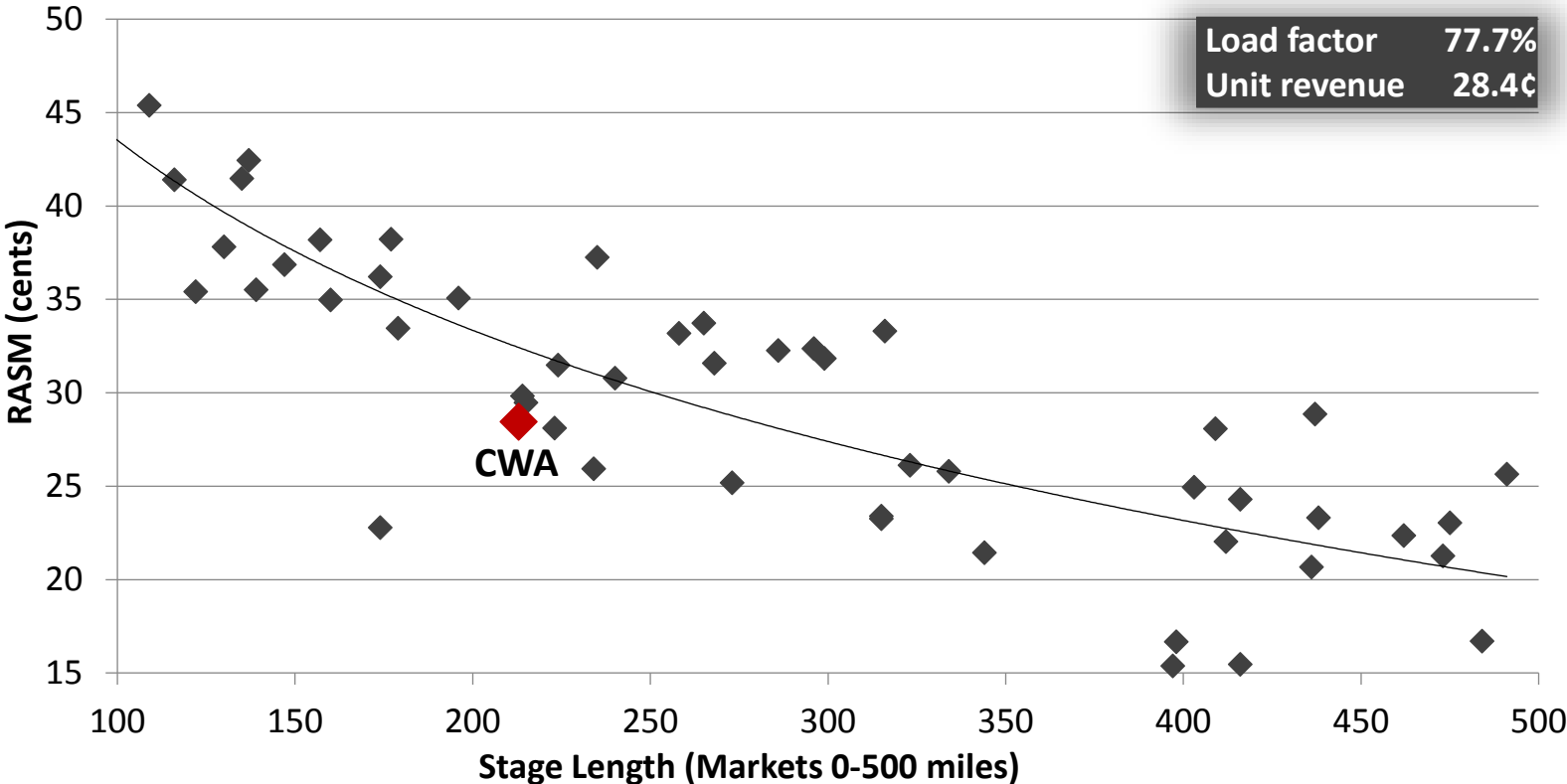
- Load factors were up year-over-year in Q4 2019 versus Q4 2018 in all markets except for DL-DTW which was down 1.7% points.
- Overall, the market average load factor was up 2.2% points in Q4 2019.

Enplanement "LF" and YOY Change



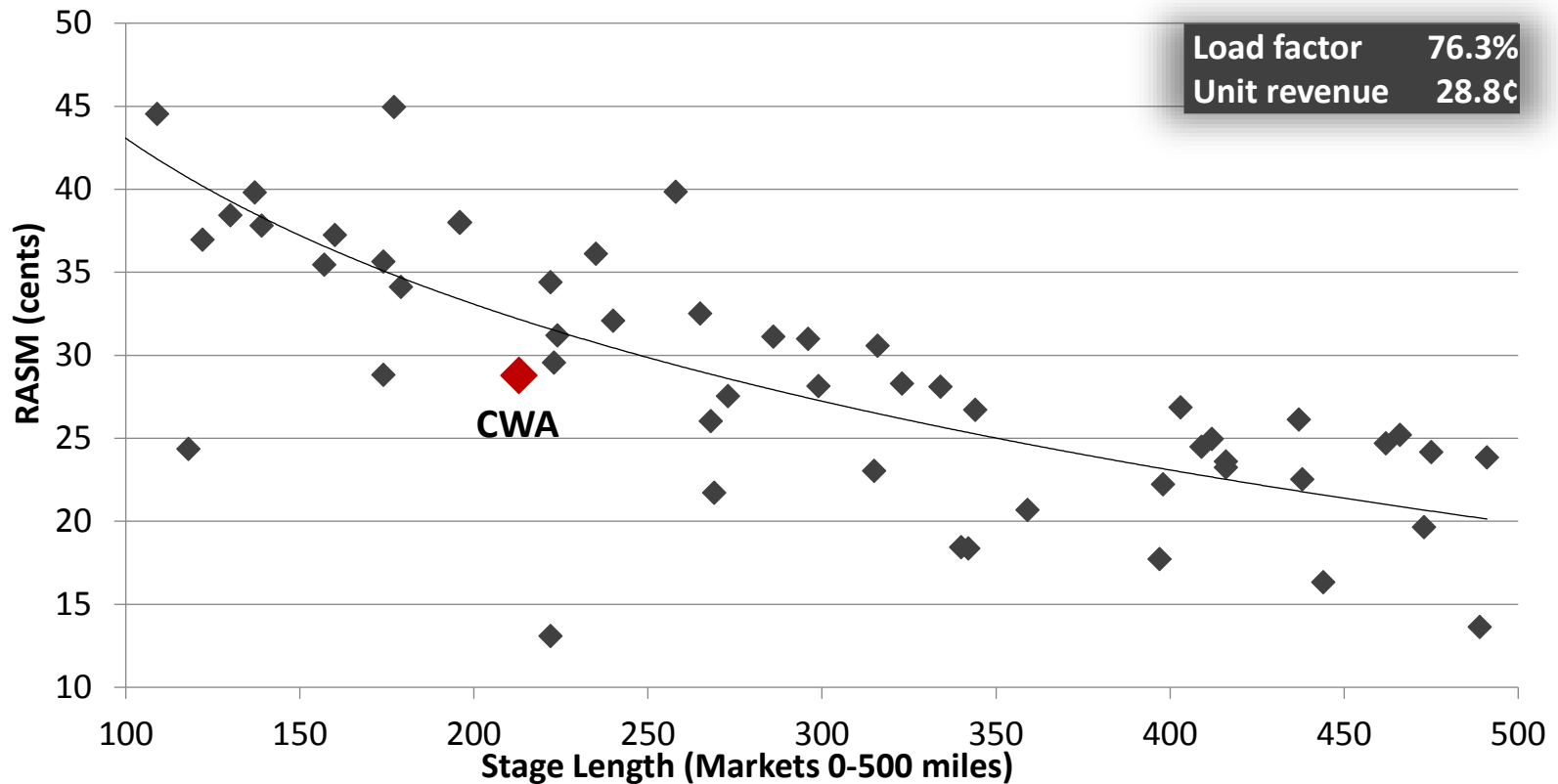
- Load factors were up 1.9% points for the year-ended March 2020 versus the same prior year period.
- Enplanements were up 8.6% on a 5.9% increase in seat capacity.

AA-ORD RASM Performance



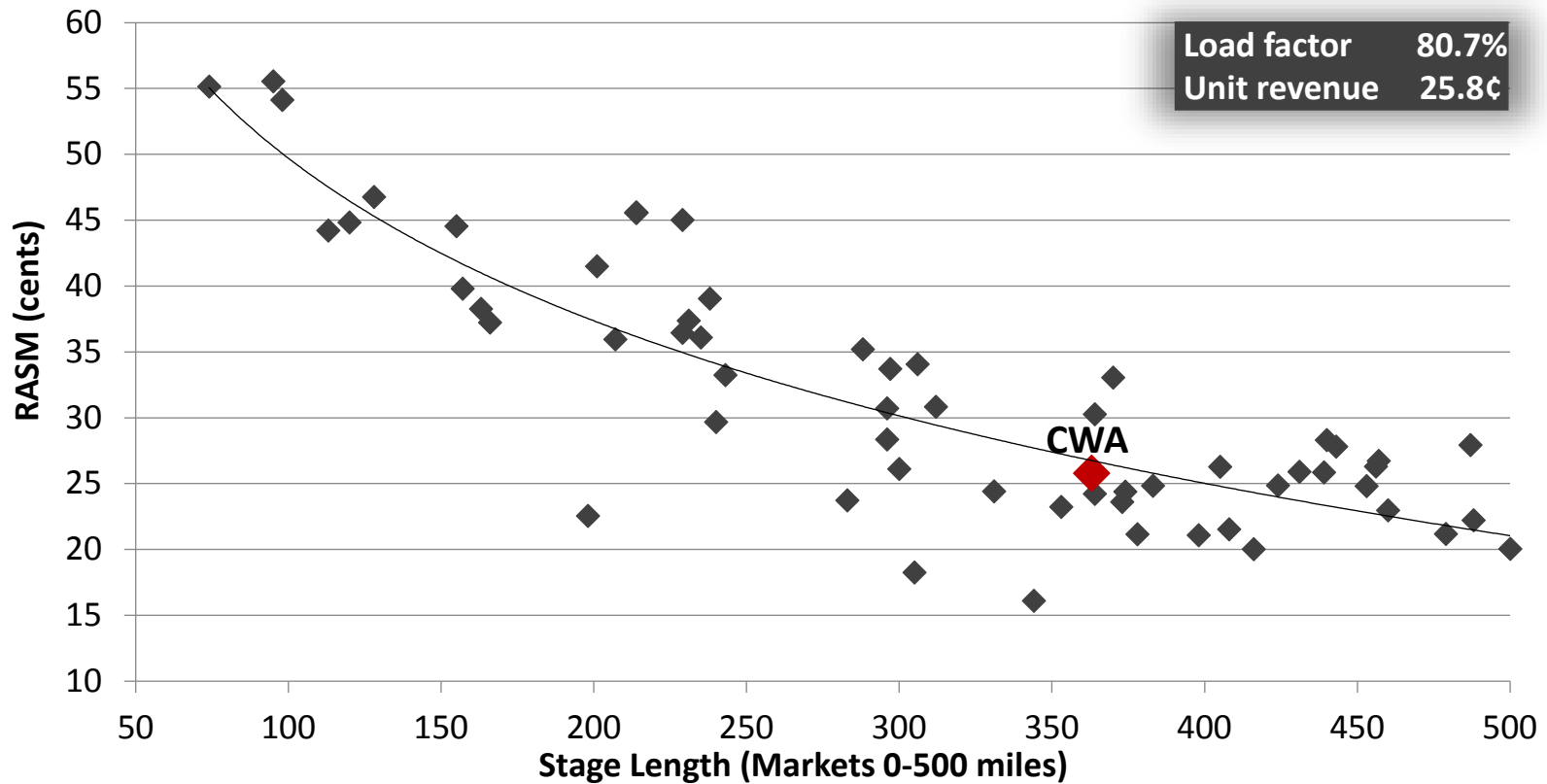
CWA's ORD RASM and load factor were below AA's average (market load factor average of 85.3%).

UA-ORD RASM Performance



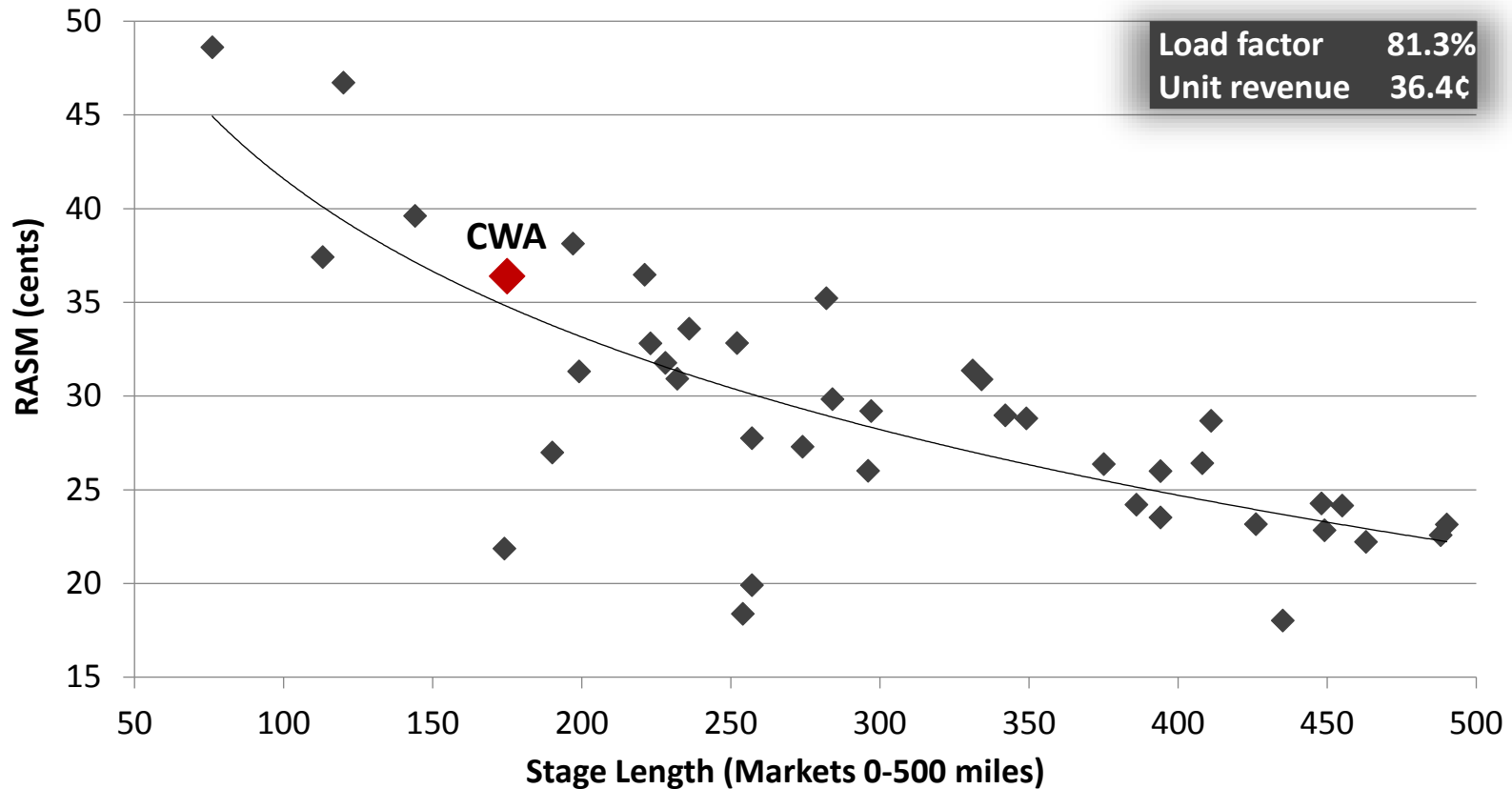
CWA's ORD RASM and load factor were below UA's average (market load factor average of 84.2%).

DL-DTW RASM Performance



**CWA's DTW RASM was at DL's average,
while CWA's load factor was below DL's DTW average of 85.0%.**

DL-MSP RASM Performance



CWA's MSP RASM was above DL's average, while CWA's load factor was below DL's MSP average of 86.0%.

RASM Trends

Destination	Airline	2017				2018				2019				YOY Q4 Change	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	'19 vs '17	'19 vs '18
Chicago, IL (ORD)	American	29.8	30.9	31.5	28.9	23.8	28.4	31.5	26.5	27.7	29.4	30.1	26.5	(8%)	0%
	United	24.6	28.0	30.3	25.2	23.1	23.5	30.1	27.4	28.2	26.3	31.9	28.7	14%	5%
Detroit, MI	Delta	25.6	27.8	27.7	27.5	26.8	27.6	30.1	27.0	25.3	26.4	25.5	25.9	(6%)	(4%)
Minneapolis, MN	Delta	35.9	38.9	37.9	37.6	38.0	36.9	38.7	35.3	35.7	35.3	39.1	35.1	(7%)	(1%)
Total Average		28.6	31.2	31.6	29.6	27.4	28.8	32.5	28.6	28.6	29.0	31.1	28.6	(4%)	0%

- RASM was up or flat in the AA-ORD and UA-ORD markets in the 4th quarter year-over-year.
- DL-DTW experienced a 4% decline while DL-MSP experienced a 1% decline in RASM performance.
- Overall, total average market RASM remained steady in the CWA market.

Thank You.

For additional information, contact:

Mead & Hunt, Inc.:

Brach Crider

Managing Director – Air Service Consulting

brach.crider@meadhunt.com

802 Bagwell Boulevard

Murray, KY 42071

Phone: (270) 210-6430

Please be aware that International origin and destination data is restricted to internal purposes only and that any disclosure of the restricted data must be pre-approved in writing by the Department of Transportation.



**CENTRAL WISCONSIN AIRPORT
REVENUE 2020**

12-May-20

	BUDGET 2020	MONTH OF APRIL	YEAR TO DATE	% OF BUDGET
5409-53 FUEL SALES	42,000	0	15,489	36.9%
5410-53 FUEL FLOWAGE	60,000	8,568	19,047	31.7%
5411-53 LANDING FEES	385,000	35,257	129,047	33.5%
5418-53 RAMP CHARGES	62,000	5,263	20,711	33.4%
AIRFIELD	549,000	49,087	184,294	33.6%
5422-56 UTILITIES	450	0	0	0.0%
CONTROL TOWER	450	0	0	0.0%
5412-55 RENT	105,000	8,657	34,015	32.4%
5422-55 UTILITIES	4,550	0	0	0.0%
HANGAR	109,550	8,657	34,015	31.0%
5497-57 LABOR-CWA	1,000	0	0	0.0%
5498-57 MATERIALS-CWA	1,000	0	0	0.0%
5499-57 MISC-CWA	5,000	0	184	3.7%
MAINTENANCE SHOP	7,000	0	184	2.6%
5412-54 RENT	50,000	2,170	8,680	17.4%
5414-54 FARM LAND RENT	84,000	3,086	22,886	27.2%
5417-54 HWY BILLBOARDS	6,500	0	0	0.0%
5422-54 UTILITIES	6,000	0	0	0.0%
5432-54 CORPORATE HANGAR	76,000	6,698	53,003	69.7%
NET LEASE	222,500	11,954	84,569	38.0%
5440-51 PARKING	1,370,000	11,395	322,157	23.5%
5412-52 RENT	1,240,000	84,587	348,534	28.1%
5416-52 ADVERTISING	25,000	1,275	10,667	42.7%
5422-52 UTILITIES	39,000	4,541	14,732	37.8%
5431-52 SECURITY	5,500	0	2,341	42.6%
5499-52 MISCELLANEOUS	15,000	8,362	9,721	64.8%
TERMINAL BUILDING	1,324,500	98,766	385,995	29.1%
TOTAL	3,583,000	179,859	1,011,214	28.2%
1210 SALES TAX DISCOUNT	0	30	124	
8110 INTEREST ON INVEST	15,000	0	0	
8310 SALE FIXED ASSETS	15,000	0	0	
8350 INS RECOV	0	0	0	
8400 OTHER MISC REV	0	0	613	
8413 WORKERS COMP REIMB	0	0	0	
GRAND TOTAL	3,613,000	179,889	1,011,951	28.0%

5419-53 PASSENGER FAC. CHGS.	550,000	46,996	186,336	33.9%
8110 PFC INTEREST	5,000	0	0	0.0%
TOTAL PASSENGER FACILITY CHGS.	555,000	46,996	186,336	33.6%
5420-52 CFC CAR RENTAL FEES	208,800	20,544	65,764	31.5%

CENTRAL WISCONSIN AIRPORT
Disbursements - April 2020

	2020 BUDGET	THIS MONTH	2020 YTD	YTD % of BUDGET
PERSONAL SERVICES				
SALARIES	\$386,256.00	\$27,860.80	\$122,980.00	31.8%
WAGES	\$783,137.00	\$53,769.69	\$220,259.01	28.1%
EMPLOYEE BENEFITS	\$18,500.00	\$198.06	\$2,436.75	13.2%
EMPLOYER CONTRIBUTIONS	\$511,496.00	\$32,500.02	\$175,965.22	34.4%
SUB TOTAL	\$1,699,389.00	\$114,328.57	\$521,640.98	30.7%
CONTRACTUAL SERVICES				
PROFESSIONAL SERVICES	\$206,000.00	\$4,565.77	\$52,160.82	25.3%
UTILITY SERVICES	\$276,000.00	\$16,400.43	\$80,025.54	29.0%
REPAIR-MAINT/STREETS	\$8,000.00	\$0.00	\$0.00	0.0%
REPAIR-MAINT EQUIP/BUILDINGS	\$85,000.00	\$23,748.30	\$39,768.16	46.8%
CONTRACTUAL SERVICES	\$110,000.00	\$4,428.63	\$15,708.79	14.3%
SUB TOTAL	\$685,000.00	\$49,143.13	\$187,663.31	27.4%
SUPPLIES & EXPENSES				
OFFICE SUPPLIES	\$7,000.00	\$638.68	\$1,827.30	26.1%
ADVERTISING/MEMBERSHIP/DUES	\$85,700.00	\$1,055.60	\$40,891.82	47.7%
TRAVEL	\$21,800.00	\$1,885.21	\$6,154.08	28.2%
OPERATING SUPPLIES	\$181,500.00	\$4,388.66	\$71,792.19	39.6%
REPAIR/MAINT SUPPLIES/GASOLINE	\$170,000.00	\$378.67	\$36,397.78	21.4%
CONSUMABLE TOOLS/SUPPLIES	\$5,000.00	\$40.99	\$1,326.09	26.5%
SUB TOTAL	\$471,000.00	\$8,387.81	\$158,389.26	33.6%
BUILDING MATERIALS				
METAL PRODUCTS	\$3,000.00	\$0.00	\$468.64	15.6%
WOOD PRODUCTS	\$500.00	\$0.00	\$0.00	0.0%
RAW MATERIALS/RWY PAINT	\$30,000.00	\$0.00	\$0.00	0.0%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$0.00	\$0.00	0.0%
ASPHALT/ASPHALT FILLER	\$45,000.00	\$0.00	\$0.00	0.0%
SUB TOTAL	\$83,500.00	\$0.00	\$468.64	0.6%
FIXED CHARGES				
INSURANCE/OTHER LOSSES	\$78,000.00	\$0.00	\$20,912.60	26.8%
CAPITAL OUTLAY				
CAPITAL EQUIPMENT	\$348,000.00	\$1,992.50	\$32,292.77	9.3%
CAPITAL IMPROVEMENTS	\$194,000.00	\$0.00	\$0.00	0.0%
SUB TOTAL	\$542,000.00	\$1,992.50	\$32,292.77	6.0%
TOTALS	\$3,558,889.00	\$173,852.01	\$921,367.56	25.9%

2019-2020 CWA Budget Summary YTD - April

	<u>April YTD - 2020</u>	<u>April YTD - 2019</u>	<u>% CHANGE</u>
Airfield	\$184,294	\$182,998	
Control Tower	\$0	\$0	
Hangar	\$34,015	\$35,208	
Maintenance Shop	\$184	\$297	
Net Lease	\$84,569	\$59,169	
Parking	\$322,157	\$446,378	
Terminal Area	\$385,995	\$355,794	
Misc.	\$737	\$12,454	
Total Revenues	\$1,011,951	\$1,092,298	-7.36%
Personal Services	\$521,641	\$502,489	
Contractual Services	\$187,663	\$186,450	
Supplies and Expense	\$158,389	\$239,315	
Building Materials	\$469	\$8,004	
Fixed Charges-Insurance	\$20,912	\$69,904	
Capital Outlay	\$32,293	\$28,014	
Total Expenses	\$921,367	\$1,034,175	-10.91%
Revenue over Expense	\$90,584	\$58,123	